



CLIMBER Small Business Loan Program  
Oversight Board  
Product and Underwriting Working Group  
Meeting Minutes  
August 26, 2020

**Board Members In Attendance:**

Akasha Absher  
Doug Price

**Additional Attendees:**

Steve Johnson, CHFA ED  
Jeff Kraft, OEDIT Staff

**4:00 — 5:00** Introductory meeting of the Product and Underwriting Working Group.

- The purpose of this meeting was to allow staff to familiarize participating Board members with progress on product development
- Jeff reviewed an early draft of the CLIMBER Fund product deck with Akasha, Doug and Steve.
- Jeff described all three product types: direct lending capital, loan participation, and credit enhancement. He indicated that these are designed to target lenders by product type. Jeff also provided proposed rules, stipulations, and interest rates.
- Akasha and Doug indicated these products are generally on the right track. Both asked questions about interest rates and APRs, concerned that these rates might be too low to make the products attractive to lenders.
- Doug asked for more clarity on the difference between pooled loan loss reserve and dedicated cash collateral support and this was discussed extensively.
- There was also a discussion of the tradeoff between interest rates and fees in the overall annual percentage rate calculation.
- The initial interest rates proposed were low and the fees relatively higher.

**The meeting was adjourned at 5:00 p.m.**